

LITTLE TALKS BY THE WANT AD MAN

Let's suppose you have a room for rent. There are several ways in which you can let people know about it.

First, you can tell all of your friends. And you can ask them to tell all of their friends. Maybe, if the telling keeps up long enough and reaches far enough, somebody will eventually be found who will come and take a look at that room.

RATE---1 CENT A WORD FOR THE FIRST INSERTION AND 1-2 CENT A WORD FOR EACH INSERTION THEREAFTER

THE ABOVE RATE IS FOR BOTH MORNING AND AFTERNOON EDITIONS.

PREPARE FOR PURDUE.

CHAMPAIGN, Ill., Nov. 10.—Expectation that the seat sale for the Purdue game on November 15 will be very large has caused the association to make arrangements for the contest. Applications for tickets will be received Saturday and the tickets will be distributed Monday. One section will be reserved for roosters, and only students will be allowed to sit there.

HUNTER FOUND DEAD.

BROOKVILLE, Ind., Nov. 10.—Samuel Jinks was found dead on his farm, 8 miles north of here Sunday. He had gone hunting and it is believed, that in crawling through a wire fence, his gun was accidentally discharged, killing him instantly.

HELP WANTED—MALE.

WANTED—Men to husk corn. Call Home phone 4081½. A. J. Helm.

FARM HAND—Single; good milker preferred; steady; have the year round. W. F. Hostetter. Home 4135.

WANTED—We want young men to learn the Linotype Business. Big pay. Short hours. Please write us. We have home keyboard furnished each student. Position easily secured, we assist you. Particulars. National Linotype Institute, 501 Mansion Bldg., Rochester, N. Y.

WANTED—Men with rig to work rural routes. Liberal commission. Exceptionally low offer for next two months to service required. National Editorial Service Bureau, Chicago, Ill.

\$100.00 WEEKLY profit in spare time at home. Mail order business doesn't worry about capital. Boyd H. Brown, Omaha, Neb.

MEN \$10. 40 years old wanted at once for Electric Railway Motormen and Conductors; \$60 to \$100 a month; no experience necessary; fine opportunity; no strike; write immediately for application blank. Address H. C. F., care News-Times.

WANTED—Men with barbe trade in few weeks, mailed free. Write Moler College, Chicago, Ill.

WANTED—Representative wanted. No canvassing or soliciting required. Good income assured. Address National Co-Operative Realty Co., V-811, Marden Building, Washington, D. C.

WANTED—Grocery driver. Must bring best of references. Harwell Grocery.

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WANTED—For all Railroads entering South Bend. Wages \$100. Railroad recruiting headquarters. Positions assumed; competent; inexperienced men. Send age stamp. Railway Association Dept. 339, Brooklyn, N. Y.

MEN—My illustrated catalogue explains how I teach the barbe trade in few weeks, mailed free. Write Moler College, Chicago, Ill.

WANTED—Young women for Shirt Making; no previous experience necessary; good pay while learning. Saturday afternoon off. Wilson Bros. Shirt Factory. W. Sample st.

AGENTS WANTED.

DISTRIBUTING AGENTS—Either sex, earn \$12 per 100. Giving away free pkgs. Blumer's Perfumed Laundry Starch. All or sparse time. 963 BLUMER BLDG., Lincoln av., Chicago.

HOLIDAY SPECIAL—Our five, brand new Aluminum Specialists will increase your sales; no matter what you are selling, you need them for holiday side-line. Write quick for particulars. American Mfg. Co., Fremont, Ohio.

AGENTS—SOMETHING NEW—FASTEST SELLERS AND QUICKEST Repeater on earth. Permanent, profitable business, for \$50 to \$75 a week. Write for particulars. American Products Co., 8805 Seymour st., Cincinnati, O.

FARMERS AND AGENTS—A device for unruly hogs. Something new. Agents wanted. Add. B. R. Williams, Kankakee, Ill.

AGENTS WANTED—Exclusive in every city Illinois, Indiana, Wisconsin and Iowa. Specialty in demand by all retail stores. Takes very little time to demonstrate and make sale; small sample. Write or come in and see us. UNIVERSAL SALE COMPANY, Room 569 Harris Trust Building, Chicago.

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WANTED—Competent girl for general housework. Apply 317 Blaine av. Phone Bell 1442.

LADIES earn \$2.25 dozen making plain neckwear. Home business. Experience unnecessary. Mail dime for pattern instructions. Needlerats, 1439 Altoona, Pa.

LADIES—My illustrated catalogue explains how I teach Hairdressing—Manicuring—Massage in few weeks, mailed free. Write—Moler College, Chicago, Ill.

WANTED—Young or middle aged lady to keep house for gentleman while wife is in hospital with paralysis; no children. Address D. F. Barton, 1363 S. Spring st., Mishawaka, Ind.

WANTED—Bunch makers and rollers—steady work. L. S. Kent Cigar Co.

WANTED—Dining room girl at Crown restaurant, 119 E. Washington st. today for IT.

WANTED—Girls to learn cigar making; paid while learning. L. S. Kent Cigar Co.

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OFFICE HELP.

KELLEY BUSINESS SCHOOL, 129 E. Wayne, is now open. Kindergarten Store. Day and night sessions. Begin any day or evening. All commercial subjects. Typewriters for rent.

SCREEN DOORS and windows should be ordered now. We make all kinds and those that last and fit. Miller Cabinet and Machine Shop, 816 Portage av. Home phone 2862.

LOST—Saturday night, small black pocketbook containing \$14 and key. Finder return to 318 W. Marion st. and receive reward.

WANTED—Change purse between 9 and 10 on Lasalle car. Finder return to News-Times office.

WANTED—Three young men solicitors; high grade proposition; well advertised; high commission. Address for interview Box R-22, News-Times.

WANTED—Young men to join newly organized band; musical training unnecessary. Call at once. Geo. W. Harry, 223 N. Main st.

WANTED—Men whose voices blend harmoniously with others are acceptable to troupe which will cause them to do so. M. C. A. Glee club. No membership required to join.

WANTED—Having presented several of my men to positions as district managers, I have opened for two or three hustling agents. Will pay guaranteed salaries to good men. Call between 11 and 12 o'clock Sunday morning at 741 W. Franklin, John Blue Agency Director.

WANTED—Men to be salesmen for our line of ciders on the side. Call 23 per cent commission. Can supply all kinds of fruit. Prompt payment. Gas Thal. Sales Mgr., 200 S. Main st., St. Louis, Mo.

WANTED—Salesmen working small country towns to sell our line of ciders on the side. 23 per cent commission. Can supply all kinds of fruit. Prompt payment. Gas Thal. Sales Mgr., 200 S. Main st., St. Louis, Mo.

WANTED—Salesmen who want to make money; gift edge proposition; if you are not a hustler don't answer. Call room 117. The Robertson, 9 to 12 a. m., 1 to 5 p. m.

SALES MEN WANTED.

WANTED—By responsible firm salesmen calling on Hardware and Furniture stores to handle Porch Swing as a side line to good commission. It is a good seller. Box 185, Evansville, Ind.

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Or you can put little cardboard signs in your down-stairs windows, reading: "Room For Rent." Hundreds of people pass your house every day. Possibly one out of every hundred will see the sign, and one out of every thousand will be looking for a room.

Both of these ways are inexpensive. They're all right, too—that is, if you don't care whether you rent

that room next week, or Christmas after next Christmas.

But most people who have rooms for rent want to rent them as quickly as possible. How can you reach the people who are looking for rooms? Listen, and I'll tell you: Through the Classified columns of a good newspaper—a little Want Ad. will hunt out and reach

the very people you want to reach. And that method is inexpensive, also.

Just try it. Next time you want to rent a room, write a little Want Ad. and put it in this newspaper. People who want a room will see that ad, because they'll be looking for it, and—well, then it's up to you to take care of them when they write or call.

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SITUATIONS WANTED—FEMALE.

REFINED Widow Lady wishes position as housekeeper for elderly gentleman. Best of references. Address Miss C. Mabau, 409 Maple Ave., LaPorte, Ind.

HELP WANTED—MISCELLANEOUS.

WANTED—People who have no machines or tools, want to come and see the New Washer. See how they are from others. You can buy them for \$1.00 down and \$50 per week.

HAVERSTOCK, the "WHITE" MAN.

WANTED—50 boarders at the Royal hotel. Chicken dinner Sunday. Home cooking. 117 W. Wash. st.

WANTED—Painting and paper hanging, day or contract work; prices right. F. B. Smith, 702 N. St. Louis. Home phone 2145.

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